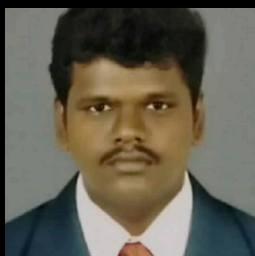


P KALAIYARASAN



CONTACT



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Tamilnadu - 641017

☎ 6374288250
✉ kalai876099@gmail.com

SKILLS

Sales
Marketing
Team Handling
Problem Solving
Decision Making
Making Public Relationship
24/7 Partner or Agent Service
Quick Learning
Team Managed

LANGUAGES

Tamil = Read, Write and Speak
English = Read, Write and Speak

INTERESTS

Sales and Marketing
Foot Ball
Learning Something New Things
Cinema and Tv

OBJECTIVE

I am looking for a challenging job with a rapidly growing organization that can provide me with a range of goals and job objectives within a contemporary and economical business

EXPERIENCE

POLICYBAZAAR INSURANCE BROKERS PRIVATE LIMITED

04 Oct 2023 - Till Date

Senior Relationship Manager - Motor Vertical

This is my first Broking Insurance Company I Learner More Plans and i learned Sme Vertical Also

I Recruiting Pos Agent (mostly Already Experienced General Insurance and Health Insurance and Life Insurance Agent Also)

This Pos Code Taken Only Fresh Code Only It Means that Pan Not Showing In Irdai agent portal and pos Portal Also

Not showing above portal in Pan card na then I give pos code and once partnrr code created na I Will teach with our pb portal and our application features also

And My self Motivate and Additionall % one or two partner Company and mine side also give the portfolio scheme

And Major the company expects certain requirements from us onboarding and activations and ape so my side I fulfilled that requirement only

ACHIEVEMENTS & AWARDS

1st time I took the own bike in the first way without my relatives fathers help from my earnings.

Global Innov Source Pvt Ltd (Sbi Cards) i achieved best credit card seller award in my team member on 4 peoples i get best team leader award in 25th place in all over tamilnadu And for the third time, I recruited more than 50 advisors in the health insurance field without my manager helping and get 2 lakhs business on

And First time I Got 30k Incentive in Justdial Ltd more the 6 Time

And Second time I got Incentive in our Pb Partner Company near 30k Incentive

Three month before continuously achieved more than 100% Ape and Activation Onboarding our our pb company

JUSTDIAL LIMITED

03 Aug 2021 - 30 Sep 2023

Senior Business Development Manager

This is my first company in digital marketing I try to best learning more and more

Tele marketing sechduling the appointment and i reach client place directly visit the client promote our jd product and get business

Client side received based on searches based direct leads and our side promoted using e-commerce sites based client getting social media based leads

Reached out to potential customers via telephone, email and in-person inquiries.

Developed and implemented favorable pricing structures balancing firm objectives against customer targets.

Scheduled and implemented product promotions in accordance with available inventory and staff resources.

Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.

Created reports and presentations detailing business development activities.

BAJAJ ALLIANZ GENERAL INSURANCE CO LTD

05 Nov 2020 - 31 July 2021

Business Development Manager

Cultivated new business by offering presentations on financial well-being to

individuals and groups on term and whole life insurance.

Approached potential clients by using direct marketing mailings and phone

contacts.

Explained advantages, features and disadvantages of various policies to

promote sale of plans, boosting overall sales 100%.

Maintained high standards of customer service by building relationships

with clients.

Responded to customer calls swiftly to resolve issues and answer questions.

Team handling , problem solving , lead generation ,and i recruit onrole advisor (jso , so , mentor) and offrole advisors , brokerage company my self fixed advisor based on target and onrole , offrole advisors payout

relising invoice generating...

RELIGARE HEALTH INSURANCE CO LTD

15 Aug 2019 - 26 Oct 2020

Senior Agency Manager

Established team priorities, maintained schedules and monitored performance.

Team Handling with 50 + Aged Advisors

Our Basic Job is Lead Generation (Recruiting New Advisors)

Mostly Recruiting health and Top Achiever Advisors that advisor based Increased business level

Weekly twisted planned business login days like (personal accident policy ,

group personal accident policy , cancer policy , group medical insurance

policy and normal health policies)

my side planned advisors individual targets

growing more business

APOLLO MUNICH HEALTH INSURANCE CO LTD

10 March 2017 - 30 July 2019

Agency Manager

Established team priorities, maintained schedules and monitored performance.

Team Handling with 50 + Aged Advisors

Our Basic Job is Lead Generation (Recruiting New Advisors)

Mostly Recruiting MDRT and Top Achiever Advisors that advisor based Increased business level

Weekly twisted planned business login days like (personal accident policy ,

group personal accident policy , cancer policy , group medical insurance

policy and normal health policies)

my side planned advisors individual targets

growing more business

GLOBAL INNOV SOURCE PVT LTD

05 August 2015 - 15 Jun 2017

Branch Relationship Manager (SBI CARDS)

My Carrier 1st Job and started sbi credit cards and paymen services

starting i enteried executive level but i will do good bussiness in tamilnadu

so i promoted in manager level

1st ime i recruite and handling 23 sales executive

i achieved best credit card seller award in my team member on 4 peoples

i get best team leader award in 25th place in all over tamilnadu

our executive directly visiting the sbi bank and generating leads and more

business

EDUCATION

Diploma in Electronics and Communication Engineering

Jun 2012 to May 2015

Sudarshana Polytechnic College Kalapatti

82%

St.Xavier's Higher Secondary School Purathakudi Trichy

March 2012

Higher Secondary School Certificate

55%

St.Xavier's Higher Secondary School Purathakudi Trichy
March 2010
Secondary School Leaving Certificate
54%

MY PERSONAL DETAILS :

Name :

P Kalaiyaran

Date Of Birth :

27 Feb 1992

Fathers Name :

P Pichai

Mothers Name :

P Malarkodi

Spouse Name :

S Immaculate Mary

Nationality :

Indian

Religion :

Hindu

Marritial Status :

Married

DECLARATION

SELF DECLARATION

I here by declare that the above furnished the given details true and
Correct of the best knowledge and belief

Thanks and Regards,

P Kalaiyaran